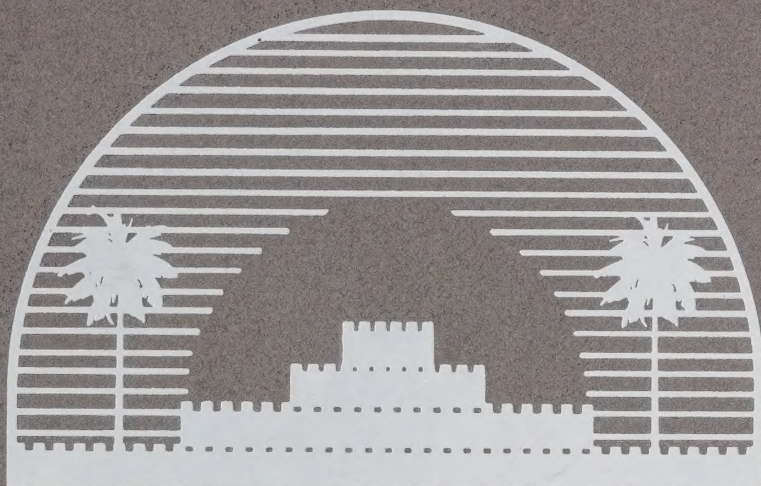


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City of Commerce

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Welcome to the City of Commerce!

*Ideally located in the heart of Southern California, the City of Commerce has become one of the corporate capitals of the West. Though only 6.6 square miles in area, Commerce is home to more than 1,500 businesses, including ten percent of the Fortune 500 and 21 percent of the 100 largest corporations in California. These companies enjoy our convenient location, healthy economy, pro-business environment and overall philosophy of partnership between the City of Commerce and private enterprise.*

*Our philosophy makes Commerce a place where business can thrive and prosper, thus enhancing our community and creating jobs for our residents. As you learn more about our unusual city, we are confident you will agree that City of Commerce is synonymous with business success.*

## History of Commerce

The history of the City of Commerce traces back to the late 1700s, when the area destined to become Commerce served as an anchor station of El Camino Real (the King's Highway), a trail blazed by Father Junipero Serra to connect the missions between San Diego and Sonoma.

Originally part of a 29,513-acre Spanish land grant, the region was guaranteed a healthy future in 1887 when the Atchison, Topeka and Santa Fe Railway Co. built its main line here.

The Commerce area grew and prospered over the decades, becoming a major manufacturing hub during World War II. In 1955, when California adopted a uniform sales tax law, nearby cities attempted to annex this valuable island of county land in order to secure its thriving tax base.

But industry leaders here banded together to defeat annexation and formed the Industrial Council, which worked with residents to incorporate the City of Commerce. Approved by voters on January 28, 1960, incorporation occurred at a time when most of the city's industrial base consisted of major multi-acre factories.

By 1970, virtually all of the land in Commerce had been developed and continued growth seemed impossible.

But over the years, drastic changes in the automobile, steel, rubber and other heavy industries forced the closing of obsolete factories, making hundreds of acres of land available for redevelopment.

Cooperating with the Industrial Council, the city's leaders seized the timely opportunity to convert the land to service-oriented uses, such as warehouses, distribution centers, office complexes and financial institutions. In 1977, the city established an Economic Development Department and became the first municipality on the West Coast to provide industry programs such as site selection assistance and employment referral service.

And Commerce continues to break historic ground. The first refuse-to-energy plant to be built west of the Mississippi, a \$50-million facility which produces electricity from heat generated by burning solid waste materials, has been built in City of Commerce. A major breakthrough in the effort to alleviate the growing landfill shortage in Los Angeles County, the plant is jointly owned by the City of Commerce and the Los Angeles County Sanitation Districts, and the energy produced is sold to Southern California Edison.

Today the City of Commerce is truly a corporate capital.





## Pro-Business Location

City of Commerce is a dynamic, business-oriented community situated six miles southeast of downtown Los Angeles, in the heart of Southern California, one of the world's most vital economic regions. Located at the apex of the Santa Ana and Long Beach Freeways, and conveniently close to six additional freeways, City of Commerce is an ideal site for businesses serving all of Southern California.

It takes only a short time to drive from Commerce to Los Angeles International Airport and to busy airports in Long Beach, Burbank, Orange County and Ontario. Scheduled service from a heliport located within the city provides convenient executive transportation to downtown Los Angeles and key Southern California airports.

Just a few short miles from the West's principal shipping gateways for international trade, the seaports of Los Angeles and Long Beach, Commerce is also the hub of three major railways: Santa Fe, Southern Pacific and Union Pacific. Santa Fe's Southern California Regional Headquarters are located in Commerce.







## Pro-Business Philosophy

Since incorporation in 1960, the City of Commerce has believed in developing close working relationships and open communication with the companies within its borders. We clearly recognize and respect the business community's contribution in creating jobs, generating revenues and improving the vitality of Commerce, and we do our best to communicate with businesses through a quarterly city-to-business newsletter and other direct communication channels.

Because of our philosophy of cooperation and mutual understanding, Commerce offers businesses an ideal environment for economic growth. We believe in business development and working together to foster the growth that will benefit all. We work *with* our local businesses — not against them.

Our pro-business attitude is evidenced by true benefits. There are no city property taxes in Commerce. No utility taxes. And no gross receipts taxes — a business license can be obtained at minimal cost.

We also offer the services of an active Community Redevelopment Agency dedicated to ongoing renewal and revitalization of our city. Redevelopment in Commerce means a constant upgrading of our overall community. We are committed to working with local property owners and business leaders to improve the beauty — as well as the productivity — of this remarkable city.

## Business Community

We in Commerce believe that developing "partner" relationships between local companies and the city administration creates a vital, healthy business environment.

This pro-business attitude is recognized and appreciated by dozens of Fortune 500 companies which have established facilities in Commerce, including General Electric, Ford Motor Company, Honeywell, Lever Brothers, Pillsbury, I.T.T., Monsanto, 3M and Crown Zellerbach.

A total of 1,500 businesses make their home in Commerce, drawing upon a virtually unlimited labor pool. And thanks to this high concentration of companies, many business owners and managers have moved here simply because so many of their customers and suppliers are located in the immediate area.

This government/business partnership philosophy is also reflected in the active and influential Commerce Industrial Council, an association of dedicated business leaders whose offices are located in Commerce. This 450-member organization is dedicated to maintaining and reinforcing the high quality of City of Commerce, to benefit all who live, work or invest in our area.

Commerce is rapidly becoming a prominent financial center, as evidenced by the concentration of financial institutions that have opened offices within the city limits. Security Pacific Bank, Union Bank, Bank of America, First Interstate Bank, Sanwa Bank and City National Bank have all opened branches in the city, indicating their desire to participate in the continued growth of Commerce.







## Real Estate Services

In keeping with our pro-business philosophy, the City of Commerce has created an ambitious program to assist prospective business and industrial tenants who consider locating in our city.

### *Real Estate Advisory Service*

Businesses considering locating in the City of Commerce can identify all suitable sites and facilities in the city by consulting the Real Estate Advisory Service at City Hall.

Operated by the Community Development Department, the service provides computer listings of all sites available for sale or lease in the city. Listings are compiled from information provided by real estate brokers and property owners as well as through the city's own records. With only a single telephone call, companies looking for locations can learn what is available in City of Commerce.

The City of Commerce serves as a facilitator, matching the prospective tenant's property and zoning requirements with availabilities in commercial and industrial buildings located within our borders.

### *Pre-Occupancy Conference*

The second phase of the program begins during negotiations between current property owners and potential owners or lessees. Here the City plays an active role in facilitating open communication between the two parties.

The City also helps to avoid potential problems that could arise when readying a building for occupancy. Commerce provides a "one-stop" procedure in working with the key Los Angeles County agencies, including various utilities, the Building, Fire and Health Departments, the Sanitation Districts, the Solid and Industrial Waste Management agencies and the South Coast Air Quality Management District.

The Pre-Occupancy Conference, conducted by the Community Development Department before costly engineering and architectural services are begun, helps the new commercial occupant with guidance through permit requirements and procedures, resolving problems and meeting special needs.

City representatives work closely with the prospective business tenants, helping to answer questions promptly. The city's careful procedure helps to assure that all agencies involved will meet the tenant's needs, while also assisting the new tenant with permit requirements.







### *Employment Referral Office*

After relocation to Commerce, the new tenant's next important challenge is to hire staff.

Our unique Employment Referral Office provides employers with lists of prospective employees who reside nearby. The service is free to both employers and prospective employees.

The program provides referrals for all levels of workers, from general labor through clerical, technical and managerial. Pre-screening of applicants is handled by the city to help companies save costs on recruitment advertising and interviewing. In addition, office space can be provided for conducting interviews if the company is not yet ready to utilize its premises.

### *The Real Estate Community*

Many real estate developers and brokers have recognized the outstanding opportunities available in the City of Commerce, and have opened offices here. Our pro-development City Council encourages their active participation, which helps make Commerce the premier commercial and industrial city in Southern California.

Trammell Crow Company, the nation's largest privately-owned real estate development firm, has been active in Commerce for years. Since 1972, Trammell Crow has become the largest developer in the city. Its Commerce Business Park/Cheli Distribution Center, a 400-acre, 10-million square foot office and distribution complex, is the largest in Southern California. Among the many other prestigious national firms involved in the city's growth are Coldwell Banker, Grubb & Ellis and the Seeley Company.





## The Citadel

For more than fifty years, the Uniroyal Tire and Rubber plant has been one of Southern California's most prominent landmarks. Located along Interstate 5, the famed facade of the plant is a stunning, 1,700-foot Assyrian-style wall well-known to literally millions of California freeway drivers.

Now, thanks to Commerce city officials and one of the nation's premier developers of business properties, "The Wall" serves the City of Commerce as the focus for one of the most dramatic redevelopment projects in Southern California history.

Introducing: The Citadel.

The Trammell Crow Company is developing this 35-acre site to feature a first class hotel, 233,000 square feet of office space, 138,000 square feet of retail space, and 146,000 square feet of Office/R&D space. A full range of amenities including restaurants, a health club and other tenant-oriented services are planned for The Citadel.

The project's dynamic design blends with the original Assyrian motif, creating a cohesive environment that includes a public plaza with imaginative landscaping and a cascade of water features. The curvilinear plaza is the focal point of The Citadel, serving as a central meeting place, an outdoor exhibition space, a dining area and a distinctive location for civic gatherings.

Because of its importance to Southern California heritage, "The Wall" itself has been retained almost in its entirety. The structure is a cornerstone of historical significance which provides a powerful identity for the project. By thus defining its environment, "The Wall" helps to create a true Citadel of Commerce.

The City of Commerce invites you to explore the benefits of this breathtaking new \$90 million project — The Citadel, a place where people can work, shop and gather in an atmosphere of beauty, convenience and fun.







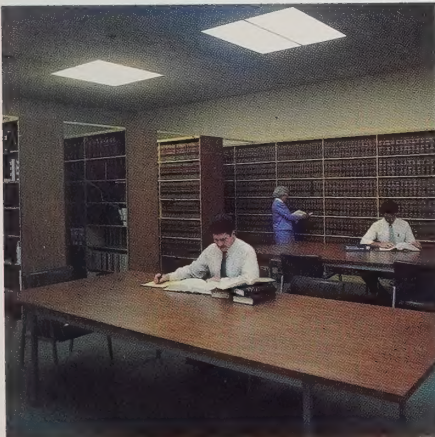
## Amenities

In the City of Commerce, business tenants enjoy the same benefits offered to our community's citizens — benefits ranging from an extensive central library and three branch libraries to a free city-wide bus service.

### *Library*

We in Commerce understand how important it is for business people to acquire reliable, up-to-date facts and figures. A variety of resources help companies locate prospective buyers, identify potential sellers, and obtain data on economic conditions, sales trends, shipping procedures, new products, corporate developments, population movements and much more.

The City of Commerce's library system offers a wealth of information for the business leader. A highly trained staff of reference specialists is available to assist you in your efforts to obtain needed information. Resources include government documents; directories; periodicals; export marketing resources; business and technical books; standards and specifications materials; U.S. and California state legal codes, as well as a complete set of U.S. Supreme Court cases; cassettes and other reference materials.



### *Recreational Facilities*

As a business in the City of Commerce, you and your employees will be able to take advantage of many recreational facilities by purchasing an industrial resident card for a minimal annual fee. Industrial employees enjoy unlimited use of our huge "aquatorium" complex, featuring a 3,600-square-foot weight room, two heated indoor swimming pools, sauna and shower facilities. Employees may also enjoy facilities at Veterans' Park, where an additional weight room, indoor basketball and racquetball courts, a marksmanship range and shower facilities are all open to employees and residents.

Adult-education courses are offered free to company employees and residents. Courses including karate, ceramics, macrame, water exercise and exercise to music are offered at our modern facilities.





### *Free Bus System . . . Restaurants . . . Day Care*

A free, city-wide bus service operates five days per week, 15 hours per day, with a limited schedule on weekends. Breakfast and lunch needs of hundreds of Commerce employees are met by our Food Plaza, a colorful, multi-ethnic restaurant environment featuring an indoor pavilion theme. In addition, there are 40 other restaurants in the city to serve the needs of our nearly 60,000 business residents. We even have a day-care center located conveniently close to virtually every business facility. The center, managed by Gerber Day Care Centers, is a licensed facility with capacity for up to 150 children.

### *Fire Protection*

Because City of Commerce has earned a favorable commercial fire rating, businesses located here enjoy reduced fire insurance costs.

Rated a high 3 on a scale of 10 (one being best), Commerce's fire services are contracted through the Los Angeles County Consolidated Fire Protection District, a regional fire service operating the fire stations within the city which house four regular pumper trucks, one ladder company and one paramedic squad. The City also has a good water supply and distribution system.

Twenty-one fire personnel are on duty in Commerce around the clock, in addition to the fire prevention officers who work closely with the Building and Safety Department to set fire safety requirements and conduct inspections.

### *Police Protection*

The City of Commerce contracts with the Los Angeles County Sheriff's Department for its law and traffic enforcement services, and has one of the finest public safety programs in the country.

In an effort to educate the community on emergency preparedness and crime prevention measures, the city also has four Public Safety Specialists who patrol the city to help prevent crime. The group also supplies local residents and businesses with information about civil defense measures and earthquake preparedness. They also oversee the Neighborhood Watch program.



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